

Survey Name: 2016 Winter Conf Survey

1. With Winter Storm Kayla hitting during this year's conference, the Big "I" is considering moving the conference to April. What are your thoughts on this move? (IIAN would coordinate with those Companies that have agent meetings in April to avoid conflicts.)

	Number of Response(s)	Response Ratio
Yes - I would prefer April	14	70.0%
No - I would not prefer April	3	15.0%
Other	3	15.0%
No Responses	0	0.0%
Total	20	100%

7 Comment(s)

either	sammon@home.tricountybank.com
Either way would be fine	zmargritz@homesteadbank.com
Doesn't Matter	joelle@krullagency.com
SO NO WORRY OF SNOW - THEN STORMS - WIND/HAIL - THAT COME LATER	agency@foxinsurance.net
I would have no problem moving the date. However, I think April is getting to late. What would happen if it was moved the other way?	cesmithins@hotmail.com
Less likely for big storms but it's probably a busier time of year than February.	sammon@home.tricountybank.com
That would be better. There have been several years that we travel on bad roads, either coming or going.	knienhueser@jones-ins.com
Weather in Nebraska is unpredictable.	joelle@krullagency.com
February is a slower time of the year than April, just can't predict the weather.	scorway@christenseninsurance.com
April would be better for storms, but for me personally it is a busy time of the year. I prefer Feb.	mark@reiserins.com

2. What is your position in the agency?

	Number of Response(s)	Response Ratio
Principal	4	20.0%
Manager	1	5.0%
Marketing Rep	0	0.0%
Producer	10	50.0%
CSR	4	20.0%
Underwriter	0	0.0%
Other	1	5.0%
No Responses	0	0.0%
Total	20	100%

3. Check up to 3 main factors which influenced your decision to attend this conference: (Rank in order of preference; with 1 being your 1st choice and 3 being your last choice.)

Top number is the count of respondents selecting the option. Bottom % is percent of the total respondents selecting the option.

	1	2	3
Location (Kearney)	12 71%	5 29%	0 0%
Continuing Education	8 42%	8 42%	3 16%
Cost	0 0%	1 17%	5 83%
Program	3 38%	2 25%	3 38%
Networking with Agents	2 20%	3 30%	5 50%
Speakers	2 40%	1 20%	2 40%
Trade Fair	4 67%	1 17%	1 17%
Hotel Holiday Inn	0 0%	0 0%	3 100%

4 Comment(s)

CISR UPDATE - WOULD BE FOR CONTINUING ED	agency@foxinsurance.net
I just attended the Dynamics of Service and the speaker in that was FANTASTIC!!!!	jhaas@thehomeagency.com
This is always a good conference with good agriculture information. I always recommend it to other agents.	cesmithins@hotmail.com
Usually enjoy the trade fair but did not make it on Wednesday due to weather as only attended Thursday.	scorway@christenseninsurance.com

4. If you were a first-time attendee, what motivated you to attend?(Check all that apply)

	Number of Response(s)	Response Ratio
CE sessions	9	90.0%
Networking with other agents & companies	2	20.0%
Affordable price	1	10.0%
Promo material from the Big "I"	2	20.0%
Other	2	20.0%
Total	10	100%

CISR UPDATE	agency@foxinsurance.net
Farm Classes	sammon@home.tricountybank.com

5. What do you like best about the conference?

	Number of Response(s)	Response Ratio
CE Sessions - Lisa Worley	8	40.0%
CE Session - Robin Souza	4	20.0%
CE Sessions - Ted Cremer	0	0.0%
Trade Fair - Exhibits	2	10.0%
Interaction with other agents/company reps	5	25.0%
Prime Rib Dinner	0	0.0%
Hospitality Suites	0	0.0%
Other	1	5.0%
No Responses	0	0.0%
Total	20	100%

I can get my AFIS continuing ed	tpritchard@eni-grp.com
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6. What did you like the least? And/or other comments.

5 Response(s)

COMPANIES DID NOT STAY FOR THE 2ND DAY TRADE FAIR - BUT IT MAY HAVE BEEN DUE TO THE SNOW - WHICH I UNDERSTAND COMPLETELY	agency@foxinsurance.net
SNOW & ICE	jhaas@thehomeagency.com
The weather	linda@liagency.net
It was a good conference even considering the weather. Just sorry we could not make it on Wednesday.	cesmithins@hotmail.com
Nothing about the conference that I disliked. It was good in formation all around	Anonymous

7. Rate the following components of the conference that you personally attended:

Top number is the count of respondents selecting the option. Bottom % is percent of the total respondents selecting the option.

	N/A	Poor	Fair	Good	Excellent
Wednesday Lunch	12 63%	0 0%	1 5%	3 16%	3 16%
Wednesday - Trade Fair & Reception	10 53%	0 0%	3 16%	5 26%	1 5%
Wednesday Prime Rib Dinner Buffet	10 53%	0 0%	0 0%	4 21%	5 26%
Thursday Lunch	1 5%	1 5%	1 5%	12 63%	4 21%
Did not attend any of the above events	17 89%	0 0%	0 0%	0 0%	2 11%

3 Comment(s)

Trade Fair would have been better IF the weather had cooperated. Not the fault of the Big I.	linda@liagency.net
I did not get to attend Thursday classes due to a fire at my brother in laws home Wednesday night	Anonymous
Food was cold.	knienhueser@jones-ins.com

8. Rate the following CE Sessions of the conference that you personally attended:

Top number is the count of respondents selecting the option. Bottom % is percent of the total respondents selecting the option.

	N/A	Poor	Fair	Good	Excellent
Wed/Thurs - Intro to Crop - Ted Cremers	18 95%	0 0%	0 0%	0 0%	1 5%
Wed- Farm WC and Umbrella - Robin Souza	15 79%	0 0%	1 5%	2 11%	1 5%
Wed- Farm Business Auto- Robin Souza	14 74%	0 0%	2 11%	1 5%	2 11%
Thurs- Farm Basics; Property - Robin Souza	12 63%	0 0%	2 11%	3 16%	2 11%
Thurs- Farm Basics; Liability - Robin Souza	11 58%	0 0%	1 5%	4 21%	3 16%
Thur- Dynamics of Service - Lisa Worley	10 53%	0 0%	0 0%	0 0%	9 47%

3 Comment(s)

LISA WAS GREAT - ENJOYED CLASS	agency@foxinsurance.net
Not the most dynamic speaker we have ever had. Also, not sure how well she knew the material. Basically read the outline.	cesmithins@hotmail.com
Great speaker! Very interesting class!	knienhueser@jones-ins.com

9. Rate the following facility components of the conference.

Top number is the count of respondents selecting the option. Bottom % is percent of the total respondents selecting the option.

	Poor	Fair	Good	Very Good	Excellent
Holiday Inn - Banquet Food & Service	0 0%	1 6%	3 17%	9 50%	5 28%
Holiday Inn - Sleeping Rooms	0 0%	0 0%	1 20%	3 60%	1 20%
Classroom Setup: Audio-Visual, Comfort	1 6%	0 0%	4 25%	6 38%	5 31%

0 Comment(s)

10. Please check any of the topics you would like to see at the 2017 conference.

	Number of Response(s)	Response Ratio
Farm/AgRisk Mgmt	8	40.0%
Farm Liability	6	30.0%
Farm Property/Marine	7	35.0%
Crop Insurance	2	10.0%
Ag Pollution	4	20.0%
Ag Crime	5	25.0%
Ag Equip breakdown & spoilage	7	35.0%
Forage & Livestock Risk Protection	7	35.0%
Farm Auto & Equipment	9	45.0%
Workers Comp	5	25.0%
Umbrella & Excess	7	35.0%
Leases	4	20.0%
Crime Coverage	2	10.0%
Equine Coverage	1	5.0%
Business Income	3	15.0%
Additional Insureds	3	15.0%
CGL Update	2	10.0%
CPP Update	1	5.0%
Homeowners	8	40.0%
Personal Auto Policy	7	35.0%
Other	5	25.0%
Total	20	100%

3 Comment(s)

I like where you are incorporating the CE hours for the CISR in your program.	jhaas@thehomeagency.com
**It would be great to have a session on Corporations, LLC's, Partnerships, etc, to discuss the differences & how they should be handled in insurance, how they are properly listed on policies.	sammon@home.tricountybank.com
Would like to see a Bond class on the basics: how they work, what info is needed for insured, how to know when you can write a position schedule bond or if it must be a named person for specific position.	sconway@christenseninsurance.com

other

CISR UPDATES	agency@foxinsurance.net
CISR	jhaas@thehomeagency.com
Coporations, LLC's, Partnerships plan a role in Farm/Ranch Insurance	sammon@home.tricountybank.com
CISR Update	knienhueser@jones-ins.com
Bond Coverage	sconway@christenseninsurance.com

